

EAGLEBROOKE GOLF CLUB ADMINISTRATIVE REPORT

October 29, 2018

- **Rounds & Revenue Performance**

- Over the past 7 days, Eaglebrooke has averaged 98 rounds per day. This is UP from the previous week (93 Rounds per day). The weather was beautiful throughout the week, and the 15-day weather forecast looks very nice.
 - Member Rounds = 396 → Prior Week = 301
 - Outing Rounds = 0 → Prior Week = 72
 - Public Rounds = 291 → Prior Week = 275
- Membership
 - We had another good week with membership sales. We had 4 Silver Members join + 1 Gold Membership.
- A La Carte Sales: \$13,168 (Prior week was \$10,832). → The member mixer on Friday evening slowed us down on dinner revenue. However, it was very well received by our membership. Chef put out a nice spread, and we had some great music. The membership was in very good spirits.
 - No "Pot of Gold" Winner this week. It is currently maxed out at \$1,000.
 - Beginning on November 2nd, we will be opening the Trophy Room at 7am. Breakfast Sandwiches will be available on M-F, and the Brunch Menu will be available on the weekends. We don't see this as being a big revenue driver for the facility, but it will add to the member / guest experience for our golfers.
- On Course Sales: \$1,373 / \$2.00 per round vs Last week's results (\$2,149 / \$3.32 per round).

- **Personnel Update**

- No updates to report

- **Sales Update (from Ivy)–**

Last week we closed on:

Butler Rehearsal- \$1300

Sherwin Williams Holiday- \$2000

Brekke Wedding- \$14000

Rodriguez Wedding- \$7000

This week I'm working towards:

Mueller Rehearsal Dinner- \$2000

Do the Right Thing Banquet- \$2300

Lions Club Charter Dinner- \$4000

Mulberry Chamber Scramble- \$5000

- **Product Update**
 - The golf course continues to be in great shape.
 - R&M in process (stop signs and cart crossing signage around the facility is in process, replacing some ceiling tiles in kitchen).
- **Marketing Update**
 - Member and Resident email for the week (Chef's Features, Gameday Specials, Prime Rib, Bingo, Turkey Day Brunch, Karaoke Night)

- **Capital Update**
 - The bunker plans / driving range repairs / and ceremony space changes are set to begin on November 19th.
- **Forecast Numbers relative to October budget –**
 - Rounds – (132)
 - Revenue – \$36,719
 - EBITDAR – \$36,376
- **End of Year Forecast-**
 - My current end of year (2018/2019) is right currently at \$112,087. We have a long way to go, but I feel very optimistic about the path we are currently on.